

Why Hire an Energy Professional

As you navigate through the complexities inherent in the energy market, you will quickly discover there are three distinct options in how you can choose to manage your company's energy needs.

First, you can do nothing. However, there are risks to your company by not taking a proactive approach to managing your energy spend:

- ▶ Market volatility – You are at the mercy of the market,
- ▶ Uncertainties about your actual consumption – You have no insight into your company's cost, usage or energy purchasing opportunities, and
- ▶ Budgeting challenges – You cannot manage your energy spend in order to effectively budget for energy related operating costs.

Second, you can manage the process internally. The benefit to this approach is you maintain control over your energy management personnel and their day-to-day responsibilities. Yet, you can experience limitations with this approach as well. For instance, there are:

- ▶ Personnel risks – The energy expertise lies within the person you hire, which can impact staff efficiencies if/when that person leaves your company,
- ▶ Hard costs – Your company is burdened with the costs associated with staffing an energy team, such as salaries, benefits and continuing education,
- ▶ Limited view of the market – A small energy team, even if it is solely focused on your company's energy needs, will have a limited view of the market and a limited view of best practices in the marketplace, and
- ▶ Market leverage – your company represents a limited volume when compared with a company aggregating volumes across multiple companies and pricing will reflect that market position.

Third, you can outsource your company's energy management needs. Fellon-McCord provides a strategic advantage to companies in complex energy markets through unparalleled intellectual capital and a broad spectrum of resources. We can provide you with a centralized/corporate procurement and management program that offers:

- ▶ “Best-in-class” energy supply procurement expertise
 - ▶▶ Process driven approach to energy procurement
 - ▶▶ Access to a broader base of qualified energy suppliers
 - ▶▶ Improved communications at the executive and facility levels
- ▶ Improved risk management across your entire organization
 - ▶▶ Minimize physical, financial, regulatory and legislative risk



- ▶ Proactive planning
 - ▶▶ Continued monitoring, analysis and reporting of all factors affecting the energy market
- ▶ Corporate energy procurement strategy providing you with control over your energy costs
 - ▶▶ Increased supply reliability
 - ▶▶ Enhanced control over supply price
 - ▶▶ Expanded market view (physical, financial and regulatory)
 - ▶▶ Improved forecasting capabilities
- ▶ Consolidated procurement and price management strategy for all your locations
 - ▶▶ Extracts benefits of aggregation and centralized procurement strategies

Since 1992, Fellon-McCord has worked to become the trusted advisor to various Fortune 500 and multi-national companies and has provided recommendations that protect their interests and leave them free to concentrate on their core business. Working as an extension of our clients, through our internal resources, we offer the relevant experience and intellectual capital needed to take advantage of supply opportunities and manage the challenges of the rapidly changing energy market.

For information about any of Fellon-McCord's services, please contact us at 502-214-9345 or info@fellonmccord.com.